WILMER, CUTLER & PICKERING TO THE MODELITATION 2445 M STREET, N.W.

washington, b.c. 20037-1420 57 57 57 3: 35

WASHINGTON LONDON BRUSSELS

TELEPHONE (202) 663-6000 FACSIMILE (202) 663-6363

October 27, 1995

Docket Section U.S. Department of Transportation 400 Seventh Street, S.W. Room PL401 Washington, D.C. 20590

Re: U.S.-Italy Service Proceeding - Docket OST-95-422

Dear Sir or Madam:

Enclosed are an original and five (5) copies of support letters to supplement the Direct Exhibits of the Georgia and Atlanta Parties in the above-referenced proceeding. Copies of these letters are being mailed today to all parties on the attached service list.

Thank you for your attention.

Sincerely,

Jeffrey N. Shane Timothy E. Stumpff

Counsel to the Georgia and Atlanta Parties

Enclosures

cc: All Parties on the attached Service List

1996 U.S.-ITALY SERVICE PROCEEDING (DOCKET OST-95-422)

SERVICE LIST

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Wayne County Executive
COUNTY OF WAYNE
600 Randolph - 3rd Flour
Executive Suite
Detroit, Michigan 48226

Ambassador Boris Biancheri EMBASSY OF ITALY 1601 Fuller Street Washington, D.C. 20009 HAD COCHRAN

United States Senate

WASHINGTON, DC 20510-2402

October 24, 1995

COMMITTEE ON AGRICULTURE, NUTRIT AND FORESTRY

COMMITTEE ON APPROPRIATIONS

COMMITTEE ON GOVERNMENTAL AFFA

COMMITTEE ON RULES AND ADMINISTRATION

The Honorable Federico Peña Secretary Department of Transportation 400 Seventh Street, S.W. Washington, DC 20590

Dear Secretary Peña:

We are writing to express our strong support for the application of Delta Air Lines to provide nonstop service between Atlanta and Rome beginning April 1, 1996.

Delta's proposed operation would be the first and only nonstop service to Italy from the South by a U.S. carrier and would provide travelers and shippers from the entire southeast region with greatly enhanced access to Italy.

Atlanta Hartsfield International Airport is the world's largest hub airport with over 700 daily Delta and Delta Connection flights to 131 nonstop destinations. Adding Italy to this complex of existing connecting opportunities will provide many travelers from Mississippi their first convenient one-stop connection to Italy.

The Southeast is without any direct or nonstop U.S. carrier service to Italy, and the chance to expand service in the U.S.-Italy market may nut come again for a number of years. The choice of Atlanta would be an optimum use of a limited resource to provide valuable travel benefits to the entire region.

We strongly urge the selection of Delta Airlines and Atlanta to fill the service opportunity to Italy.

The Honorable Federico Pena Page 2 October 24, 1995

Thank you for your consideration.

Sincerely,

Thad Cochran

United States Senator

Trent Lott

United States Senator

Roget Wirker

United States Representative

Bennie Thompson

United States Representative

G.V. "Sonny" Montgomery

United States Representative

nited States Representative

Mike Parker

United States Representative

United States Senate

WASHINGTON, DC 20510

October 24th, 1995

The Honorable Fredricu Pena Secretary of Transportation Department of Transportation 400 7th street, SW Washington, D.C. 20590

Dear Secretary Pena:

We are writing to express our support of the application of Delta Air Lines to serve Atlanta-Rome with nonstop service six days per week,

Delta's proposed operation would be the <u>first</u> and only nonstop service to Italy from the South by a U.S. carrier and would provide travelers and shippers from the entire southern region with greatly enhanced access to Italy.

Atlanta Hartsfield International Airpurt is the world's largest hub airport with over 700 daily Delta and Delta Connection flights to 131 nonstop destinations and is without nonstop service to Italy. Adding Italy to this complex of existing connecting opportunities will provide many travelers from Arkansas their first convenient one-stop connection to Italy.

We understand that Delta will provide the first single carrier one-stop connection between Rome and 59 U.S. cities, including Little Rock, and that this route would pruvide the shortest travel time between Rome and Little Rock.

The U.S.-Italy market remains tightly constrained by Government regulation and the chance to expand service in the market may nut come again fur a number of years. The choice of Atlanta would be an optimum use of a limited resource to provide valuable travel benefits to the entire region. Today the South is without any direct or nonstop U.S. carrier service to Italy. Selection of Atlanta and Delta would rectify this imbalance.

The Honorable Fredricu Pena October 24, 1995 page 2

We urge the selection of Delta Air Lines and Atlanta to fill this service opportunity to Italy.

Thank you fur you consideration of this request.

Sincerely,

70B

Blank Finder

Congress of the United States Washington, DC 20515

October 23, 1295

The Honorable Federico F. Pena Secretary U.S. Department of Transportation 400 Seventh Street, S.W. Washington, D.C. 20590

Dear Secretary Pena:

We are writing to express **our** strung support of the application of Delta Air Lines to serve Atlanta-Rome with nonstop service six days per week.

Delta's proposed operatian would be the first and only nonstop service to Italy from the South by a U.S. carrier and would provide travelers and shippers from the entire southeast region with greatly enhanced access to Italy.

Atlanta Hartsfield International Airport is the world's largest hub airport with over 700 daily Delta and Delta Connection flights to 131 nonstop destinations and is without nonstop service to Italy. Adding Italy to this complex of existing connecting opportunities will provide many travelers from Louisiana their first convenient one-stop connection to Italy, Service from Atlanta will also add an additional, and in some cases, more efficient, means of travel to Italy from connecting points behind Atlanta.

Delta will provide the first single carrier one-stop connections between Rome and 59 U.S. cities, including Baton Rouge. The selection of Delta would also provide the shortest travel time between Rome acd 101 U.S. cities, including Baton Rouge and New Orleans.

The U.S.-Italy market remains tightly constrained by Government regulation and the chance to expand service in the market may nut come again fur a number of years. The choice of Atlanta would be an optimum use of a limited resource to provide valuable travel benefits tu the entire region, Today, the , Southeast is without any direct or nonstop U.S. carrier service 53 Italy. Selection of Atlanta and Delta would rectify this imbalance,

We strongly urge the selection of Delta Air Lines and Atlanta to fill this service opportunity to Italy.

Thank you for your consideration of this request.

Sincerely,

J./Bennett Johnston United States Senator

6hn Breaux

United States Senator

Member of Cong

James A. Hayes Member of Congress

Richard H. Baker Member of Congress

Member of Congress

Tauzin Member of Congress

Member of Congress

SONNY CALLAHAN First Diutrict, Alabama

OFFICES: 2418 Rayburn Building Washington, DC 20515 (202) 225–4931 Fax: (202) 225–0562

2970 Cottage Hill Road

Suite 126

Mobile, AL 36606 (334) 690-2811 or

1-800-288-USA1 Fax: (334) 473-4750 Congress of the United States

House of Representatives

Washington, DC 20515-0101

October 11, 1995

COMMITTEE ON APPROPRIATIONS

Subcommittees:

CHAIRMAN
Foreign Operations,
Export Financing and
Related Programs

VICE CHAIRMAN Military Construction

Transportation

ASSISTANT WHIP

Honorable Federico Pena Secretary Department of Transportation 400 7th Street S.W. Washington, DC 20590

Dear Mr. Secretary:

We are writing to express our strong support of the application of Delta Air Lines to serve Atlanta-Rome with nonstop service six days per week.

Delta's proposed operation would be the first and only nonstop service to Italy from the South by a U.S. carrier and would provide travelers and shippers from the entire Southeast region with greatly enhanced access to Italy.

Atlanta Hartsfield International Airport is the world's largest hub airport with over 700 daily Delta and Delta Connection flights to 131 nonstop destinations and is without nonstop service to Italy. Adding Italy to this complex of existing connecting opportunities will provide many travelers from Alabama their first convenient one-stop connection to Italy. Service from Atlanta will also add an additional, and in some cases, more efficient, means of travel to Italy from connecting points behind Atlanta.

Delta will provide the first single carrier one-stop connection between Rome and 59 U.S. cities including: Birmingham, Dothan, Huntsville, Mobile and Montgomery. The selection of Delta would also provide the shortest travel time between Rome and 101 U.S. cities including: Birmingham, Dothan, Huntsville, Mobile and Montgomery.

The U.S.-Italy market remains tightly constrained by government regulation and the chance to expand service in the market may not come again for a number of years. The choice of Atlanta would be an optimum use of a limited resource to provide valuable travel benefits to the entire region. Today the Southeast is without any direct or nonstop U.S. carrier service to Italy. Selection of Atlanta and Delta would rectify this imbalance.

We strongly urge the selection of Delta Air Lines and Atlanta to fill this service opportunity to Italy. Thank you for your consideration of this request.

Sincerely,

Senator Howell Helin

Kichard Shelby

Senator Richard Shelby

Congressman Tom Bevill

Congressman Sonny Callahan

Congressman Glen Browder

Congressman Spencer Bachus

Congressman Spencer Bachus

Congressman Earl Hilliard

Committee on Transportation and Infrastructure

Congress of the United States

House of Representatives Room 2165, Rayburn House Office Building Washington, DC 20515

TELEPHONE: AREA CODE (202) 225-9446

October 17, 1995

Honorable Federico Pena, Secretary U.S. Department of Transportation 400 Seventh Street, SW Washington, D.C. 20590

Dear Secretary Pena:

We are writing to express our strong support of the application of Delta Air Lines to serve Atlanta-Rome with nonstop service six days per week.

Delta's proposed operation would be the first and only nonstop service to Italy from the South by a U.S. carrier and would provide travelers and shippers from the entire southeast region with greatly enhanced access to Italy.

Atlanta Hartsfield International Airport is the world's largest hub airport with over 700 daily Delta and Delta Connection flights to 131 nonstop destinations and is without nonstop service to Italy.

Adding Italy to these existing connecting opportunities will provide many travelers from Tennessee their first convenient one-stop connection to Italy. Service from Atlanta will also add an additional, and in some cases, more efficient, means of travel to Italy from connecting points behind Atlanta.

When compared with existing U.S. carrier service to Italy, Delta will provide the first single carrier one-stop connection between Rome and 59 U.S. cities, including; Knoxville, Chattanooga, Tri-City and Memphis.

In addition, the selection of Delta would provide the shortest travel time between Rome and 101 U.S. cities, including; Knoxville, Chattanooga, Tri-City and Memphis.

As you know, the U.S.-Italy market remains tightly constrained by government regulation and the chance to expand service in the market may not come again for a number of years.

Today the Southeast is without any direct or nonstop U.S. carrier service to Italy. The choice of Atlanta would be an optimum use of a limited resource to provide valuable travel benefits to the entire region.

page two October 17, 1995 Honorable Federico Pena

to Italy. We strongly urge the selection of Delta Air Lines and Atlanta to fill this service opportunity

Thank you for your consideration of this request.

James H. Quillen, M.C. Sincerely, John John J. Bob Clement, M.C. anner, M.C. anc n, Jr., M.C.

Ed Bryant,

Van Hilleary, M.C.

Wamp, M.C.

Bill Frist,

Congress of the United States

Washington, BC 20515

September 27, 1995

The Honorable Federico Pena U.S. Department of Transportation 400 7th Street, S.W. Washington, D.C. 20590

Dear Mr. Secretary:

We are writing to express our strong support of the application of Delta Air Lines to serve Atlanta-Rome with nonstop service five days per week, Atlanta, where Delta operates the world's largest hub, is the largest U.S. hub without nonstop service to Italy.

Atlanta has become one of the largest international gateways in the U.S., and its selection as the sit2 for the Centennial Olympic Games underscores its importance as a major international city for Georgia and the entire Southeast. Delta's proposed operation would be the <u>first</u> nonstop service to Italy from the Southeast by a U.S. carrier and would provide travelers and shippers from the entire southeast region with greatly enhanced access to Italy.

Atlanta Hartsfield International Airport is the world's largest hub airport with over 700 daily Delta and Delta Connection flights to 131 nonstop destinations. Adding Italy to this complex of existing connecting opportunities at Atlanta will provide many travelers from the Southeast their first convenient one-stop connecting opportunity to Italy. Service from Atlanta will also add an additional, and in some cases, more efficient, means of travel to Italy from connecting points behind Atlanta.

The U.S.-Italy market remains tightly constrained by Government regulation and the chance to expand service in the market may nut come again fur a number of years. The choice of Atlanta would be an optimum use of a limited resource to provide valuable travel benefits to the citizens of Atlanta, the Stat2 of Georgia, and the entire region. Today the South is without any service to Italy and the selection of Atlanta and Delta would rectify this imbalance.

Consistent with your regulatory guidelines, we strongly urge the selection of Delta and Atlanta to fill this service opportunity to Italy. Delta is one of the premiere international air carriers in the world. The have repeatedly proven their The Honorable Federico Pena September 27, 1995 Page 2

dedication to providing superior international service to and from Atlanta.

As you know, Atlanta will serve as host for the Centennial Olympic Games in July, 1996. As preparations continue for the Games, demand for international travel to and from Atlanta will be great. Convenient international air access to Atlanta leading up to and during the Olympic Games is a vital resource for the Atlanta Olympic effort. Choosing Atlanta fur nonstop service from the Italian capital will enhance travel options for those traveling to and from Atlanta during this critical period.

Sincerely Paul Coverdell Sam Nunn Senator er of Cong Member Mac Collins John L Member of Congress Member of Congress Newt Gingrich John Lewis Member of Congress Member of Congress Bob Barr Samby Chambliss Member of Congress Member of Congress Nathan Deal Member of Congress Member of Congress

Member of Congress

Congress of the United States House of Representatives

Washington, BC 20515

October 4, 1995

The Honorable Federico Pena Secretary U.S. Dept. of Transportation 400 7th St. S.W. Suite 10200 Washington, D. C. 20590

Dear Mr. Secretary:

Delta Air Lines has filed an application with the Department of Transportation for approval to provide nonstop airline service between Atlanta and Rome beginning next year. We are writing in strong support of this application, and we urge its approval

We represent Congressional Districts in adjacent South Carolina, and we firmly believe our constituents will benefit from this new air service to Europe. The economy of South Carolina is heavily dependent upon the tourism industry. Indeed, tourism represents the second largest industry in our state, employing over 272,000 individuals with an economic impact of \$12 billion. The new gateway to Italy located in nearby Atlanta will greatly enhance this segment of South Carolina's economy.

In addition, South Carolina has seen a tremendous amount of foreign investment in its industrial base over recent years. This investment has primarily come from European companies such as Michelin and Bavarian Motor Works (BMW). A more convenient gateway will allow South Carolina to expand its recruitment of European investment, thereby creating jobs for our constituents.

Finally, we call your attention to an issue of basic fairness. Presently, there is no U. S. carrier direct service to Italy from the southeast. This area of the country is a growing and dynamic region, and its air service must keep pace with its market needs. It is not fair nor is it reasonable to expect millions of potential travelers to be required to travel several hundred miles to reach a gateway hub to Italy when Atlanta Hartsfield International Airport is in such close proximity.

Once again, we strongly encourage the Department's favorable consideration of the this application. Thank you very kindly for your attention to this matter

Sincerely,

James E. Clyburn

Member of Congress

Floyd Spence

Member of Congress



STATE OF ALABAMA

GOVERNOR'S OFFICE

FOB JAMES, JR. GOVERNOR MONTGOMERY 36130

October 11, 1995

The Honorable Federico Peña Secretary U.S. Department of Transportation 400 Seventh Street, S.W. Washington, D.C. 20590

RE: DOCKET NO. OST-95-422

Dear Mr. Peña:

My office has been informed about the availability of a new air service gateway from the United States to Italy, and I understand that Delta Air lines has filed with your Department for approval to offer nonstop service from Atlanta, Georgia, to Rome, Italy.

International markets are attracted to the tremendous economic growth of the South; and Atlanta, the nation's newest and largest international terminal, is a vital center from which the interests of many can be served. Furthermore, those traveling either as participants or spectators to the upcoming 1996 Olympics in Atlanta will be better served by direct air service from Italy, in addition to stimulating the economic growth and activity of a multi-state region.

On behalf of the citizens of Alabama, I respectfully request your favorable consideration to grant approval to Delta Air Lines' application. In a long-range view, our state will greatly benefit from the improved connection for many years to come, as new industries continue to explore and locate in our state, utilizing the Atlanta hub.

Sincerely.

Fob James

Governo

OFFICE OF GLENDA E. HOOD MAYOR TELEPHONE (407) 246-2221 FAX (407) 246-2842

September 27, 1995

The Honorable Federico Peña Secretary U. S. Department of Transportation 400 Seventh Street, SW Washington, DC 20590

Re: Docket No. OST-95-422

Dear Secretary Peña:

Recently it has come to my attention that the U. S. Department of Transportation has announced the availability of a new gateway to Italy which will be awarded to the U. S. market that offers the best proposal and greatest demand for this service. I understand that Delta Air Lines, Inc. has filed for approval to offer non-stop air service to Rome from Atlanta.

We are very proud of Delta's relationship with and commitment to the Orlando market. They have been excellent corporate citizens in every sense of the phrase. We continue to explore opportunities to establish direct air service between Orlando and international destinations and, as such, will continue to work with Delta Air Lines to be an important part of that strategy.

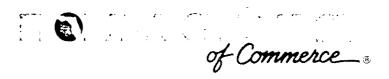
As always, thank you fur the attention and commitment that you have provided to Orlando, and I wish you the best as you seek to serve the various transportation needs of our community, our state, and our nation.

Sincerely,

Glenda E. Hood

Yearda E. Hood

Mayor



September 29, 1995

The Honorable Federico Pena Secretary US Department of Transportation 400 7th Street, SW Washington, DC 20590

RE: Delta Airline Application, Docket No. OST-95-422

Atlanta/Rome Route

Dear Sec. Pena:

We are writing to support Delta Airlines filing for approval of non-stop air service to Rome from Atlanta, Ga.

Considering the convenient connecting service that Delta offers passengers to and from Florida cities through the Atlanta Gateway, we respectfully request your support of the Atlanta/Rome route application.

Delta Airlines is an outstanding service provider to many Florida cities and our 12,000 member representatives would benefit from the greatly expanded opportunities offered by their participation in this route.

Thanks for your consideration of this important issue.

Blake A. Wilson

Executive Vice President

September 28, 1995



The Honorable Federico Pena Secretary U.S. Department of Transportation 400 Seventh Street, S.W. Washington, D.C. 20590

RE: Docket No. OST-95-422, Support for Delta Air Lines' Application for

Atlanta-Rome Route

Dear Secretary Pena:

Please accept this letter in support of Delta Air Lines' application to receive the available non-stop air service gateway from Atlanta to Rome.

Growth in the southeastern United States is continuing at a rapid pace and access to non-stop international markets is a critical need that has not been fully met. Delta has provided jet service feeding Atlanta from across our section of the country and will consistently provide this service only at a greater level with the availability of non-stop service to Rome.

I encourage your favorable response to this application. Thank you for your consideration.

Sincerely,

Richard K. Mulligan

President

RKM/php



STATE OF ALABAMA

GOVERNOR'S OFFICE

FOB JAMES, JR. GOVERNOR MONTGOMERY 36130

October 11, 1995

The Honorable Federico Peña Secretary U.S. Department of Transportation 400 Seventh Street, S.W. Washington, D.C. 20590

RE: DOCKET NO. OST-95-422

Dear Mr. Peña:

My office has been informed about the availability of a new air service gateway from the United States to Italy, and I understand that Delta Air lines has filed with your Department fur approval to offer nonstop service from Atlanta, Georgia, to Rome, Italy.

International markets are attracted to the tremendous economic growth of the South; and Atlanta, the nation's newest and largest international terminal, is a vital center from which the interests of many can be served. Furthermore, those traveling either as participants or spectators to the upcoming 1996 Olympics in Atlanta will be better served by direct air service from Italy, in addition to stimulating the economic growth and activity of a multi-state region.

On behalf of the citizens of Alabama, I respectfully request your favorable consideration to grant approval to Delta Air Lines' application. In a long-range view, our state will greatly benefit from the improved connection for many years to come, as new industries continue to explore and locate in our state, utilizing the Atlanta hub.

Sincerely,

ob James,

Governor

FJ/cg



- Honold Bivis B?

MONTGOMERY AIRPORT AUTHORITY

4445 Selma Highway, Montgomery, Alabama 36108 🛢 Telephone, 334-281-5040, Fax, 334-281-5041

J. Donald Reynolds, Chairman Mary Campbell Gantt, Vice Chairman Albert T. Foy, Jr., D.M.D., Secretary/Treasurer Stanley M. Umstead, Jr., Member Lula Davis, Member

September 27, 1995

The Honorable Federico Peña Secretary U.S. Department of Transportation 400 Seventh Street, S.W. Washington, D.C. 20590

RE: Docket No. OST-95-422

Dear Secretary Peña:

Dannelly Field airport, operated by the Montgomery Airport Authority, serves over 400,000 passengers each year from Central Alabama. Dannelly Field offers four (4) air carriers to four hub airports.

On behalf of the Citizens of Central Alabama I urge you to approve Delta Air Lines' application for nonstop air service to Rome, Italy from Atlanta. Delta Air Lines and Atlantic Southeast Airlines serve the Atlanta hub from Dannelly Field which provides our patrons access to destinations worldwide. Nonstop access to Rome from Atlanta on Delta Air Lines will enhance the economic development opportunities available to firms in Central Alabama and increase the ability of Central Alabama to attract new businesses. Additionally, this nonstop flight will integrate well with the anticipated approval of a Foreign Trade Zone at Dannelly Field airport.

Sincerely,

M.O. Burgess, Jr., A.A.E.

Airport Director



PAUL A. KEENAN MAYOR

City of Albany

POST OFFICE BOX 447

Albany, Georgia

31702-0447

September 28, 1995

The Honorable Frederico Pena, Secretary U. S. Department of Transportation 400 Seventh St., S.W. Washington, DC 20590

Dear Mr. Secretary:

This letter is written in support of Delta Air Lines' proposal to provide international service in the Atlanta to Rome, Italy market. Docket No. OST-95-422.

The proposed service will provide considerable benefit to the citizens of Albany and southwest Georgia by increasing the international connections already available in Atlanta. Atlantic Southeast Airlines, the Delta Connection, provides scheduled airline service from the Southwest Georgia Regional Airport here in Albany to Atlanta for domestic and international connections with Delta.

We have a number of international business firms and manufacturers in Southwest Georgia which would benefit from this additional service, as well as our people on tourist and personal travel. Delta's proposal will add to Albany's growth and position in the initiation of air travel. We urge your approval.

Thank you fur permitting us to record our city's interest in this matter.

Sincerely yours

Paul A. Keenan

Mayor

PAK/sw



DAVID L. CARTER MAYOR OFFICE OF THE MAYOR

700 POPLAR STREET P.O. BOX 247 MACON, GEORGIA 31298 (912) 751-7170 FM (912) 751-7931

City of Macon

28 September 1995

The Honorable Federico Pena, Secretary U.S. Department of Transportation 400 Seventh Street, S.W. Washington, D.C. 20590

Reference: Docket No. OST-95-422

Dear Secretary Pena:

On behalf of the City of Macon, I would like to endorse Delta Air Lines' application for nonstop air service from Atlanta to Rome, Italy. The addition of nonstop air service to Italy is essential for continued international economic development in the Southeast.

The Atlanta Airport is the nation's newest and largest international terminal and the 1996 Centennial Olympic Games are both good indicators of the need to serve yet another international market.

Macon is located one hour and 15 minutes south of Atlanta and is served by convenient connecting air service with Atlanta airport. Therefore, Macon and Middle Georgia support the efforts of Delta Air Lines to acquire nonstop international air service from Atlanta to Rome.

Sincerely,

David L. Carter

1 Cart

Mayor

BKW/kab